

U-1027/RSO-P

Memorandum for Record:

SUBJECT: Meeting with Director, ODP

1. On 19 February 1980 [redacted] SAFE STATINTL  
Director and Deputy Director respectively, met with Mr.  
Bruce Johnson, CIA Director for Office of Data Processing.  
Also accompanying [redacted] were the STATINTL  
following individuals from DIA: [redacted] STATINTL  
member of SAFE Steering Committee), [redacted] STATINTL  
[redacted] Director/Deputy of RSO.

2. The purpose of the meeting was to clear the air regarding some recent activities in SAFE Terminal Procurement and SAFE hardware compatibility with agency (CIA/DIA) in-house ADPE.

3. The terminal discussions revolved about the recent decision by the Director, ODP to make the Delta Data 7620T the CIA-SAFE terminal. CIA has Delta Data under contract for the procurement of terminals within CIA.

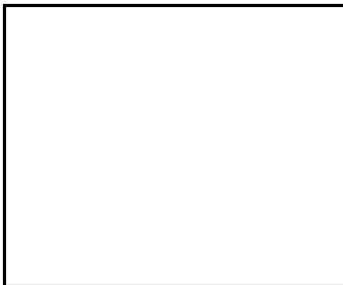
4. While this was a prudent decision for CIA and beneficial to the SAFE Project, it did cause some difficulty for DIA. DIA has in process a competitive procurement for DIAOLS replacement terminals. One of the two competitors is Delta Data, the other is Hewlett-Packard. The evaluation of these terminals is in the final stages. Delta Data when configured with a supposedly tempest qualified printer did not pass a preliminary tempest screening. So there is a strong likelihood that Hewlett-Packard will be the eventual winner. DIA is looking into the possibility of requesting Hewlett-Packard to propose what it would cost to upgrade their bid terminal to meet DIA-SAFE specifications. DIA-SAFE terminals will be GFE. Depending on the outcome of the DIA DIAOLS terminal procurement, the DIA-SAFE terminal could piggyback on that procurement or the CIA/ODP procurement. In either event the DIA-SAFE terminal for IOC will be specified as the Delta Data 7260T, same as that under procurement by CIA.

5. The second issue discussed was SAFE hardware compatibility with existing agency ADPE. The CIA (ODP) feels more strongly about this issue than does DIA. The DIA feels a very strong case can be made which would bias the SAFE procurement in favor of Honeywell. Particularly when considering the large inventory of Honeywell processors in the Pentagon, within the DODIIS community, and the fact that DIA AIRES system runs on Honeywell.

Also there seems to be a case can be made as to software savings when considering conversion from the current DIAOLS. The conversion issue is a big area of concern within DIA and is much less significant within the CIA. It did appear that agreement was reached on the point that the driving evaluation factor should be on the ability of the proposed hardware vendors to satisfy SAFE requirements. It was also agreed that Life Cycle Costing was the preferred method for evaluating costs. It would seem that the hardware proposals would offer a range of technical solutions so that they can be ranked in order of technical merit. Similarly, the proposals will offer Life Cycle Costs which will also provide a range for selection. Evaluating the proposals in this manner can give the Government the option of marrying the hardware proposals with greatest technical merit for the best Life Cycle Cost. It was felt a review of [redacted] evaluation criteria should be conducted by the CSPO with the above in mind. STATINTL

[redacted]  
Deputy Project Director,  
Consolidated SAFE Project  
Office

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